

## Virginia Slims VWear'96: Summary of Orders and Deliveries Against Forecasts (%)

| Item                           | Purchase Orders as of 5/30   |                     |         |               | Receipts from Vendors as of 5/30 |                   |                   |                                | Consumer Orders as of 5/22 |               |  |     |     |
|--------------------------------|------------------------------|---------------------|---------|---------------|----------------------------------|-------------------|-------------------|--------------------------------|----------------------------|---------------|--|-----|-----|
|                                | Forecast Orders<br>as of 5/6 | Forecast<br>Mix (%) | Total   | % of Forecast | Total                            | Actual<br>Mix (%) | % of<br>Purchases | Consumer<br>Orders<br>(Ratio)† | Total                      | % of Forecast | CONSUMER SERVICE TIME (WEEKS) FOR<br>ORDERS PLACED ON: |     |     |
|                                |                              |                     |         |               |                                  |                   |                   |                                |                            |               | 5/8  | 6/5 | 7/3 |
| INC-88978 FEB CAT 35MM CAMERA  | 29,050                       | 8.93%               | 28,376  | 97.68%        | 22,344                           | 8.35%             | 78.74%            | 1.05                           | 21,374                     | 73.59%        | 2  | 10  | X   |
| INC-88979 BRASS LIGHTER FEB 88 | 88,414                       | 21.10%              | 82,800  | 93.65%        | 75,644                           | 21.48%            | 91.36%            | 1.22                           | 62,132                     | 70.27%        | 2  | 2   |     |
| INC-88980 FEB SCARF            | 7,009                        | 1.67%               | 28,970  | 413.32%       | 29,699                           | 8.44%             | 102.52%           | 6.08                           | 4,904                      | 69.97%        | 2  | 2   | 2   |
| INC-88981 VNYL JKT SML         | 694                          | 0.17%               | 1,833   | 263.95%       | 1,803                            | 0.51%             | 88.36%            | 3.43                           | 525                        | 75.60%        | 2  | 2   | 2   |
| INC-88982 SMALL BLACK DRESS    | 4,143                        | 0.99%               | 5,795   | 139.88%       | 5,795                            | 1.85%             | 100.00%           | 2.02                           | 2,888                      | 69.18%        | 2  | 2   | 2   |
| INC-88983 SMALL PAJAMA SET     | 7,455                        | 1.78%               | 8,448   | 113.32%       | 8,424                            | 2.39%             | 99.72%            | 1.60                           | 5,268                      | 70.66%        | 2  | 2   | 2   |
| INC-88984 BEACH TOWEL          | 85,882                       | 8.52%               | 31,972  | 89.60%        | 17,676                           | 5.02%             | 55.29%            | 0.70                           | 25,355                     | 71.06%        | 4  | 6   | 2   |
| INC-88985 BELT SET SMMO        | 5,634                        | 1.32%               | 11,580  | 214.68%       | 11,880                           | 3.37%             | 100.00%           | 3.02                           | 3,931                      | 71.04%        | 2  | 2   | 2   |
| INC-88986 MAKE UP BAGS         | 18,392                       | 4.39%               | 18,958  | 92.20%        | 9,538                            | 2.71%             | 56.24%            | 0.73                           | 13,084                     | 71.03%        | 12   | X   | 8   |
| INC-88987 BEACH BAG            | 35,682                       | 8.52%               | 31,931  | 89.48%        | 8,892                            | 2.53%             | 27.65%            | 0.35                           | 25,355                     | 71.06%        | 6  | 8   | 4   |
| INC-88988 SUNGLS W/CASE        | 11,445                       | 2.73%               | 10,680  | 93.32%        | 4,080                            | 1.16%             | 38.20%            | 0.51                           | 8,035                      | 70.21%        | 13   | X   | 9   |
| INC-88989 SFA KIT              | 41,317                       | 9.86%               | 37,862  | 91.66%        | 10,656                           | 3.03%             | 28.08%            | 0.36                           | 29,998                     | 72.80%        | 11   | X   | 13  |
| INC-88990 PRJEWEL SET          | 7,258                        | 1.73%               | 8,401   | 115.75%       | 6,086                            | 1.73%             | 72.56%            | 1.18                           | 5,171                      | 71.25%        | 2  | 2   | 2   |
| INC-88991 HNDDBG & WALLET      | 15,528                       | 3.71%               | 14,268  | 91.88%        | 5,280                            | 1.50%             | 37.01%            | 0.47                           | 11,304                     | 72.80%        | 12   | X   | 14  |
| INC-88992 HEADBANDS            | 10,494                       | 2.50%               | 16,757  | 159.68%       | 16,757                           | 4.76%             | 100.00%           | 2.24                           | 7,465                      | 71.14%        | 2  | 2   | 2   |
| INC-88993 WHIT BLSE SML        | 4,226                        | 1.01%               | 3,870   | 91.56%        | 1,684                            | 0.47%             | 43.00%            | 0.56                           | 2,877                      | 70.45%        | 10   | 6   | *   |
| INC-88994 WHIT BLSE MED        | 8,843                        | 2.11%               | 8,289   | 93.74%        | 2,653                            | 0.75%             | 32.01%            | 0.43                           | 6,185                      | 69.85%        | 14   | X   | 10  |
| INC-88995 WHIT BLSE LGE        | 5,831                        | 1.39%               | 5,189   | 88.65%        | 2,312                            | 0.66%             | 44.73%            | 0.57                           | 4,081                      | 69.99%        | 10   | 6   | *   |
| INC-88996 WHIT BLSE XLG        | 3,603                        | 0.86%               | 4,098   | 113.72%       | 2,001                            | 0.57%             | 48.83%            | 0.77                           | 2,585                      | 71.74%        | 10   | 6   | 2   |
| INC-88997 VNYL JKT MED         | 1,235                        | 0.29%               | 2,892   | 234.10%       | 2,892                            | 0.82%             | 100.00%           | 3.27                           | 884                        | 71.56%        | 2  | 2   | 2   |
| INC-88998 VNYL JKT LGE         | 932                          | 0.22%               | 2,540   | 272.59%       | 2,540                            | 0.72%             | 100.00%           | 3.72                           | 682                        | 73.18%        | 2  | 2   | 2   |
| INC-88999 VNYL JKT XLG         | 737                          | 0.18%               | 2,217   | 301.01%       | 2,171                            | 0.62%             | 97.93%            | 3.85                           | 584                        | 76.58%        | 2  | 2   | 2   |
| INC-89000 BLK JKT SMALL        | 1,031                        | 0.25%               | 3,401   | 329.88%       | 3,401                            | 0.97%             | 100.00%           | 4.43                           | 767                        | 74.40%        | 2  | 2   | 2   |
| INC-89001 BLK JKT MEDIUM       | 1,883                        | 0.45%               | 5,376   | 285.53%       | 5,345                            | 1.52%             | 99.42%            | 3.98                           | 1,344                      | 71.38%        | 2  | 2   | 2   |
| INC-89002 BLK JKT LARGE        | 1,498                        | 0.36%               | 4,710   | 314.45%       | 4,722                            | 1.34%             | 100.25%           | 4.51                           | 1,046                      | 69.83%        | 2  | 2   | 2   |
| INC-89003 BLK JKT X LGE        | 1,241                        | 0.30%               | 4,082   | 328.84%       | 4,070                            | 1.16%             | 99.71%            | 4.46                           | 913                        | 73.55%        | 2  | 2   | 2   |
| INC-89004 MED BLACK DRESS      | 5,912                        | 1.41%               | 9,072   | 153.46%       | 8,995                            | 2.56%             | 99.15%            | 2.15                           | 4,175                      | 70.62%        | 2  | 2   | 2   |
| INC-89005 LARGE BLACK DRESS    | 3,714                        | 0.89%               | 8,082   | 217.59%       | 8,082                            | 2.30%             | 100.00%           | 3.06                           | 2,637                      | 71.00%        | 2  | 2   | 2   |
| INC-89006 X LGE BLACK DRESS    | 2,389                        | 0.57%               | 6,912   | 291.75%       | 6,900                            | 1.96%             | 99.83%            | 4.09                           | 1,886                      | 71.17%        | 2  | 2   | 2   |
| INC-89007 MED PAJAMA SET       | 14,416                       | 3.44%               | 13,392  | 92.89%        | 13,392                           | 3.80%             | 100.00%           | 1.32                           | 10,166                     | 70.52%        | 2  | 2   | *   |
| INC-89008 LARGE PAJAMA SET     | 12,228                       | 2.92%               | 11,712  | 95.78%        | 11,712                           | 3.33%             | 100.00%           | 1.30                           | 8,999                      | 73.59%        | 2  | 2   | *   |
| INC-89009 X LGE PAJAMA SET     | 9,989                        | 2.38%               | 10,176  | 101.87%       | 10,200                           | 2.80%             | 100.24%           | 1.41                           | 7,228                      | 72.36%        | 2  | 2   | 2   |
| INC-89010 BLACK SUNGLS W/CASE  | 12,684                       | 3.03%               | 11,520  | 90.75%        | 9,832                            | 2.79%             | 85.35%            | 1.05                           | 9,404                      | 74.08%        | 2  | 9   | *   |
| INC-89011 WHITE SUNGLS W/CASE  | 4,873                        | 1.12%               | 7,560   | 161.77%       | 7,558                            | 2.15%             | 99.97%            | 2.23                           | 3,382                      | 72.37%        | 2  | 2   | 2   |
| INC-89012 BELT SET LG/XL       | 3,806                        | 0.91%               | 7,020   | 184.43%       | 7,020                            | 1.99%             | 100.00%           | 2.64                           | 2,681                      | 69.91%        | 2  | 2   | 2   |
| TOTALS                         | 418,959                      |                     | 469,111 | 111.97%       | 352,028                          |                   | 75.04%            |                                | 289,114                    | 71.39%        |  |     |     |

† Ratios of less than 1.00 reflect stock-out conditions

\* Indicates insufficient inventory available to service this item

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